

**MONTANA OFFICE OF TOURISM
INTERNATIONAL LEADS
FROM US TRAVEL ASSOCIATIONS POWWOW
SAN FRANCISCO, MAY 21-25-2011**

Allegiant Travel Company

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INFORMATION

PW11: Mutual request with Paul Carr. Use Wingate and Holiday Inn Express in Missoula, Billings, Bozeman, Whitefish, Kalispell. Montana has most cities for Allegiant and do a fair amount of winter business. 90% of bookings are online, only do packages. In late August to early September doing a ski push.

Org Description

Las Vegas-based Allegiant Travel Company is focused on linking travelers in small cities to world-class leisure destinations such as Fort Lauderdale, Fla., Las Vegas, Los Angeles, Phoenix-Mesa, Orlando, Fla., and Tampa/St. Petersburg, Fla. Through its subsidiary, Allegiant Air, the company operates a low-cost, high-efficiency, all-jet passenger airline offering air travel both on a stand-alone basis and bundled with hotel rooms, rental cars and other travel-related services. In 2010, Allegiant was ranked number one for low-cost carriers in Aviation Week's Top Performing Airline study.

Destination America

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INFORMATION

PW11: Domestic Buyer request from Morten Anthun. The 2012 brochure is coming out in Australia first with 6-8 departures. This tour starts in Billings, to Cody to 2 nights at the 320 to Helena and then over to Whitefish for 2 nights and includes GNP before heading to Spokane. Needs pizza place in Whitefish and using the Native experience at the People's Center. Also have Scenic Parks Explorer With Trafalgar they have 61 departures and with Inside 22 departures this includes an overnight in Billings and Western Romance Experience.

GW11: Met with Morten Anthun at Go West Summit in Boise. Also Thomas McCoy. He is familiar with region, used to fly to base in Great Falls. Gave him new hotel info in Kalispell Whitefish and Billings. Tom is in charge of custom groups. Also met with Morten, product manager, he was in Montana in January scouting his trip. They might overnight in Helena instead of Great Falls, send Helena options. Met with Darrell and am trying to work out lunch experience with the Blackfeet. Needs more info on the People's Center, as well as routing info to Lewiston, ID from Whitefish area.

PW10: Buyer request from Morten Anthun. They have a group series using Billings and Western Romance for 50 departures for 2011. They have a feature Be My Guest which is a dining experience that needs a hosting element. In the Trafalgar catalog the tour is WY to Billings overnight and then LBBNM to Rapid City. Same tour is in Insight Magazine. They are looking for a 10 day tour to include WY, MT and ID. Use first class accommodations and lots of talks

and walks with limited exertion.

San Francisco Examiner

Sheila O'Connor
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INFORMATION

PW11: manual scheduling request with Sheila O'Connor. Her stories are often printed multiple times. Also works with Epoch Times 1.6 curc, in 7 major cities 22 countries and 17 languages.

Sheila O'Connor is a freelance travel and golf writer who lives in San Francisco. When not traveling the globe and discovering all things new or ancient, Sheila is at home with her husband, 3 children and one cat.

Adventure World

Heidi Bullough
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INFORMATION

PW11: Mutual appointment with Heidi Bullough. Heidi was hoping to do a fam to the region post PowWow but had to postpone it. Does FIT and self drive multi state itinerary. Uses ATI and Allied, America 4 Your and RMHT. NRMA is retail, Value Tours is the ski brand and Adventure World is high level 4* plus. Currently selling GNP in a Canadian tour. Need winter flight connection information for Bozeman.

AU11: (B2B) They are currently seeing a rising popularity in FIT's (4-6 people over 45) to US. Heidi said that Steven Franco her boss is very excited about the US and thinks that our region is a perfect fit for Adventure World. They have been offering Canada and Alaska, but will begin offering our region in the coming year. National Parks are becoming very popular. They are currently working with TREK America and Grand America Adventures for their tours and some of their FITs. They will contact either Rocky Mtn Holiday Tours or America4you for product. They took 2 copies of the multi itinerary sample disk. Follow up: Barbara contact them and find out what else they need. Caroline: invite on fam

AU11: (B2B) Neil is the Director of Product and Marketing. He said that his new boss Steven Franco is excited about the potential for the Real America. He admitted that he really didn't know anything about our region but took everyone's photo CDs and website addresses and promised to spend some time getting to know us better. Follow up: none at this time.

Org Description

Adventure World offers a broad range of USA product in both Aust. & NZ, with an emphasis on Alaska & the PNW. Comprehensive program includes FIT accommodation, sightseeing tours, flightseeing tours, car & motorhome rental, self drive & escorted tours, cruises & wildlife viewing Packages.

Flextour/Voyages Gendron

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INFORMATION

PW11: Mutual request with Monyse Belisle. Has a fam trip in the works with Big Sky Ski and Summer resort 1st week of December. Still doing cycling tours and just hired new person to cover that. Gave her the one sheet on cycling information. Will not be at POwWow next year as she is 6 months pregnant. Robert will be covering the cycling end of things and Brandon and Isabella will be covering the rest.

PW10: Mutual request with Monyse Belisle. For winter product Big Sky is becoming more well known and working with the resort to do a fam in December. They hope to feature it in the next catalog along with Jackson Hole. Needs Adventure Cycling information and visuals for cycling tours they are trying to develop. She told us about a very interesting Canadian traveling innovation for fly/drive and RV travelers called "GyPSy Guide". It plays interesting and entertaining commentary and stories automatically as you approach interesting places. It's filled with stories, facts, tips and advice to make sure you don't miss any of the best attractions and sightseeing. The audio is recorded by real people and plays through the stereo as you drive, just like listening to the radio.

PW09: mutual request with Monyse. Features Big Sky (sent 70 there last year) but had problems with Bozeman airport with delays and cancellations of flights (Chicago connection). Needs shuttle info from Fernie to Whitefish. Wants link to Flathead Golf Association; Monyse's specialty is golf, and their volume for golfers is Sept. to March. Likes the two nation vacation idea; asked about rental cars crossing border. Wants info from BW Rocky Mountain Lodge, Grouse Mountain Lodge, Lodge at Whitefish Lake, Please send info!

Beijing Longway International Travel Service Co

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INFORMATION

PW11: Mutual request with Mr. Kai Song. Has groups of 20, wanted safari and winery information. Mountains for Chinese not a selling benefit was his comment. Interested in more Cowboys and Indians and went over airlines into MT.

The well-known wholesale in China with more than 16 years experience, mainly focus on Reps of Airline, Toursim Board, MICE and outbound travel and Ticketing.... Not only good market in China, but also having sub-office in South Africa, Austrilia, New zealand, Hong Kong, Brazil....

China Travel Service for Cultural Exchange

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INFORMATION

PW11: International Buyer request from Shaoyan Wu. Sends student groups for academic based programs or technical programs, groups of 14-45 passengers. Would combine with a California trip. Might include Dino Digs, Yellowstone Institute and Glacier Institute. Needs sample itinerary for 4 days.

Org Description

China Travel Center for Cultural Exchange (CTCCE) is a leading tour operator in China. Our products cater two market segments, i.e. the cultural and educational oriented student and youth travel, and the lifestyle oriented luxury tours. We are currently sending over 3,000 pax to visit America each year and the number is still rapidly growing. CTCCE headquarters in Beijing, and branches in six major cities in China.

Guangdong China Travel Service Co., Ltd.

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China

INFORMATION

PW11: International Buyer request with Ms. Kangxia Chen. I have no notes, need to check with Jan and Nick.

Org Description

Guangdong China travel service Co., LTD, founded in 1956, tourism as a leading industry, travel agencies, hotels, automobile transportation, scenic spot investment management joint development of large scale tourism enterprises. Guangdong CTS except gz outside, already holding and manage 16 travel agencies enterprise, guangdong CTS is the south China area network with biggest scale, most complete service of tourism distributors.

Shanghai China Women International Travel Service Co.,Ltd

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INFORMATION

PW11: International Buyer request from Miss Crystal Qi. Does have tour into YNP that includes Salt Lake City. Needed overview of Montana. Asked about the parks in winter and commented would not come during that time. Asked about helicopter tours over the parks. Group size is 20-30.

Org Description

Top ten travel agency in China. One of the main wholesalers in eastern China. MICE tours serve as a major growing section of the company's business. Have very good connections with travel agents in eastern Chinese market. Always pursuing and exploring better and new tour resources for the Chinese tourists and clients.

Profil Rejser

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INFORMATION

PW11: International Buyer request with Ditte Jorsal. Ditte's office is in Odense.

Do groups and had request for special interest of fishing for 15 to 25 people. Also do photography tours. Needs license and lodging for fishing information. would come in September. Also do self drive tours.

PW10: Exhibitor appointment with Charlotte Boisen. They have a brand new website they are very excited about where they can link to supplier booking engines and track what they did not book but looked at and then follow-up in their marketing to try and get more activities prebooked. She needs multi state sample itineraries.

SCAN2010: (FERIE) Met with Charlotte Boisen. She is now the US Product Manager. She will be our contact at PR. She took photos and Media kits from everyone. She will be at Pow Wow and will try to stop by.

Compagnies Des Etats-Unis

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INFORMATION

PW11: Exhibitor request for appointment with Nora Gherras. This appointment was canceled.

RU10: Virginie Gines, Product Manager attended the RMI Roundup in Great Falls. Needs 20 maps and video to show images on flat screen in storefront window.

FRMISS10: Met with Nora. States updated her on what's new and did presentation for staff of 8 people. Nora will mail their new brochure to each state. RMI-FR please send what's new sheets, one sheets, SD motorcycling and ranch info, WY ranch info, new MT vacation guide.

FRMISS09: Met with Virginie and Jean-Paul Laronde and states presented overview of what's new in region for her and 5 staff. Currently they have tours to all four states.

FRMission08: They are currently offering a "Heritage Western" Tour, 15 days Paris, Denver, WY, SD, YNP, SLC, Paris. Also feature Glacier, YNP, Grand Teton as "ala carte" under "National Parks". Were interested in learning more about ID. They are selling the region very well and congratulated us for the success of our long and hard efforts. Five sales staff in presentations. Lots of good questions. They are doing some winter product. Two travel Agencies. Do all direct sales. Customized tours. Motorcycles are exploding for them. It is becoming "what every mid-life man want to do for his male holiday. ID: New Zipline activity might be a great add on. Please send info on how to book. WY: CduM is offering the Armagrandi (they now have a contract with them) It is offered in their catalog as an "Exceptional Hotel" SD: Nora asked if First Gold Hotel was offering FIT contracts/ Maureen gave her contact info. She also wanted to know if a French version had been added to the Mt. Rushmore audio tours? Maureen will follow up. They were excited to hear that new work will be done on Crazy Horse soon. MT: They have recently been to MT as part of a Fam, so they are pretty informed. Ranches are just of no interest to their clients. They have tried to sell them, but with little luck. Would like UPSCALE properties, events, new product or events for their new website. They work with Gary at RMHT in our regions, but also Allied TPro for larger things, but mostly they try to contract direct. They are also starting to do somethings with A4Y.

Jetset Voyages

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INFORMATION

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PW11: Mutual appointment scheduled with Florence Trouillard. Would like copy of itinerary for below mentioned fam tour to see about booking in to the locations they will be staying.

Florence is sponsoring a journalist to come to MT in July, the focus of the article will be on fly fishing and journalists in Missoula.

FRMISS11: Met Charles Julien. They now have 2 websites. New website is www.equinoxiales.fr. They try to add different programs with itineraries to the second website, trying to reach more clients. Are looking for more unique, special events type products to offer for one month or so on this website. They also offer a special trip for Calamity Jane on website. Most of their clients are from travel agencies but also are trying to get business directly from clients. They try to encourage clients to spend more overnights in or near YNP and in our region in general because there is so much to do. Also can partner ID with WA, OR or UT for some clients. Discussed possible post fam trip for Charles in ID after next Roundup. States gave overview of region and distributed materials during two training sessions for a total of 19 ppl.

MegaFam10: Mr. Charles Julien, US Product Manager was in attendance.

PW10: Florence Trouillard stopped by to let us know we might be contacted in regards to a documentary film on Calamity Jane, it would not be a travel piece. Would need to be in Virginia City/Nevada City for a couple of days, thought the closest accommodations would be Dillon. Looking for actors or extras, a Gregory Monro will be in contact with more information.

FRMISS10: Met with Charles Julien and staff for training of 9 staff by states. WY please send detailed trail map for YNP. RMI-FR please send what's new sheets for each state and one sheets, and YNP activity guide.

Vacances Transat

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INFORMATION

PW11: International Buyer request from Luca Mourgues. Send 10,000 customers to USA and 75% go to West Coast for 12-14 days. Includes Vegas, Bryce, Zion and ends in San Francisco. Use Meeting Point, ATI, AmericaRing Travel. Two programs include Montana, one coach, 1 fly drive and GNP is part of a Canadian Tour. Went over profile forms.

Company desc: Part of a Canadian based large group, Vacances Transat France is a large Tour Operator in France (Staff = 170 pax, sending approx 20,000 clients to USA/year). Member of Visit USA France. USA represents 15% of total business. Leader on French speaking escorted tours, developing on FIT/Fly and Drives. Economy to medium range lodging (2*-3*). Looking for itineraries ideas and \$ marketing help from CVB's to promote destination.

FRMISS09: Met with Remi. States provided updates of what's new in region. Remi is interested in hearing news about green properties - states please forward this info. His fly drive and escorted tours are doing well. The itinerary in our region is doing much better than their very popular Grand Canyon loop tour. The fly drive of the same route is also doing well. States please provide a short recap of ranches offering short stays (3 night maximum) in our region. Also please send info about rafting outfitters. RMI-France please provide SD's French version of National Parks guide. Receptives used are Go West, American Ring Travel. South Dakota please send information about three museums that guide in French. All states please sent info about any museums that offer French guides or translated brochures. They

plan to expand their business next year and add winter escorted tours. They will also add more product in RMI region due to the steady increase in business and consistent interest in our region. Fly drives sales are one month to five weeks late in booking. RMI-France please followup re two opportunities: 1) ideas about last minute promos, 2) monthly travel agents newsletter that can promote a particular itinerary.

FR11/08: We are still working on the project with Remi VENITIEN and VACANCES TRANSAT for the Magazine called GRANDS REPORTAGES. The angle is nearly ready. We spoke of Montana and Idaho. We still wait for the exact dates. I'll let you know as soon as I know.

RU08: Miss Gladys Claudy Latidine, Operations Manager will attend. Her address is 28 rue Cuvier, Immeuble Terra Nova 3, 93558 Montreuil Cedex, France. 011-331-56-93-42-43; fax: 011-331-56-93-43-07; email: clatidine@vacancestransat.fr
Cancelled attendance to RU, send general info.

CRD International - North America Travelhouse

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INFORMATION

PW11: Exhibitor appointment with Michael Merkentrup. Have new campaign on web starting in November includes destination of the month. This takes place of new catalog. Working with America 4 You on packaging.

ITB11: Met with Friedrich Roth. Are happy with the 2011 season so far. Could match 2010 in booking. Their tailor-made fly/drive programs are very popular. Has done host to host with Travalco since last year. Fly/drive is up, but FIT is a bit down. Clients have become more budget conscious and are comparing rates. Is a bit afraid of new freight tax with was imposed in Germany.

MEGAFAM10: Justine Piper, Product Manager USA was in attendance.

GM2009: Met with Justine and Friedrich for office meeting. Justine is new to CRD. They are not done with their 2010 catalogue yet. Catalog not as important as their online product offerings where they have unlimited room for product. Just completed an online marketing campaign that was very successful in promoting their product. Although brochure is not as important as their website is becoming, it is a must have for trade shows and walk-ins to their office. It acts as a business card for CRD. 50-65% of their product is Canada, while the rest is now USA. They are seeing a trend toward fly/drive (prepackaged and tailor-made). Main receptive operator is Travalco for fly/drives, but also work with ATI and A4Y. Travalco offers 4-day discovery packages (activities packaged with overnight accommodations) that are selling well for CRD. Works with Tchibo catalog and could offer RMI packages in 2010/2011. Is experiencing late bookings as consumers are becoming more price sensitive. "Obama Effect" and exchange rate working well for sales. States gave trainings to 3 sales staff offering a brief overview of each state. Mentioned Mega Fam and RU as potential. CRD is interested in sending someone to both. Regarding discovery package...Carola please follow up with RMI region itinerary. Met with CRD sales team Mandy Mannebach & Sarah Huck. Gave introduction to states. Neither has been to the region. Gave new RAG and PR CD. They feel USA is selling well, especially RVs. Clientele usually come to RMI region on their 2nd+ trip. Mentioned Mega Fam 2010 and RU 2010.

SD- Took all materials. They sell SD, but not a lot. Would be easier if they visited our area. Did short overview of SD. Have visited CA, FL, Nevada, but like our region.

ID- Basic training

MT- Gave general overview of MT. None have been to MT and were not familiar. Took all materials. Discussed GNP, YNP, winter product, dino trail and Native American culture.

WY- Conducted general training on WY. Most questions focused on NW Wyoming: JH, YNP, Cody -- driving times, evening attractions, daytime activities, insider tips & tours. Took all promo materials.

Faszination Ski

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INFORMATION

PW11: Mutual Request with Sandra Katsch. Has new brochure that is more ideas and not so much price focused. Using Rocking Z, Helena, Missoula and GNP. Asked for images and video. Gave photo stick.

MEGAFAM10: Mr. Carsten Duebler, Owner was in attendance.

ITB10: ITB Meeting with Manuela Duebler German Tour Operator. They work with America 4You as receptive and they are going to expand their program to summer product. Their clients usually look for active vacation including Skiing, ranch stays, hiking, horseback riding and biking. Have less ski bookings this year. However, the Rustic Inn sells very well. Need good photo material for the next summer brochure: handed the RMI photo CD. Sandra will take over the planning of the summer product and go on an individual FAM June 2 through July 16, 2010. Tour will include also Glacier NP. Would like to meet with CVBs - contacts then. Will send itinerary as soon as she has drafted it. First summer catalogue will then come out in October 2010. Internet offers will go online already in July if possible. Have planned an event for regular clients this summer to introduce their new summer product and will be sending proposal for RMI participation. German RMI office to stay in contact and follow up.

GER11/09: Are working on their tour program for summer 2010. Will feature RMI region in summer for the first time. Needed help regarding an itinerary (16 days) from/to including Boise, Jackson, Yellowstone National Park, Helena, Glacier National Park and Coeur d'Alene in the RMI region. Asked about recommendations for the itinerary and we suggested: Hell's Canyon (as optional extra day), Craters of the Moon and overnight before Boise, at least 2 overnights in Yellowstone National Park. Also discussed Glacier and recommended route from Helena over National Bison Range and Ninepipe along the Flathead Lake and two overnights in Kalispell or Whitefish and a whole day of touring in Glacier. Also suggested overnight in Coeur d'Alene and a stop in Wallace. Will receive tours for overview before brochure print.

Meier's Weltreisen

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INFORMATION

PW11: Met with Tino Swoboda at PowWow in San Francisco. Does a lot of Long haul business with repeat customers, number one destination is Asia market. Have typical tours for MT, for motorcoach it is GNP-Helena to YNP 5 departures. A Fly Drive includes Denver to Seattle with YNP, Great Falls, GNP to Spokane and selling very well.

ITB11: Met with Angela Gaza, Product Manager North America. RMI numbers are stable, perhaps down a little. Wyoming is up and SD/MT are down. No ID product. Looking for recommendations for hotels. Has 2 new fly/drives to the region. Carola, please follow up for any materials needed.

ITB10: German Tour Operator. ITB Meeting with Claudia Marx. Claudia is responsible for FIT product - Tino Swoboda for Fly Drives. So far bookings for Summer 2010 are going well. Feature a mix of RMI product - but are missing SD and especially ID in their FIT section. Book with NWT. Provided Claudia with the "What's new sheets" of all States. Gave suggestions for additions in the future: Deadwood and Badlands NP. Is interested in city near 2-3 star hotels. Budget

with good value for price. Boise for Idaho. Discussed possible promotions, but informed her that without widened product in all RMI states no promotion possible. Invited Claudia again to the RMI Roundup. However, due to budget cuts in their company and a very strict policy no one will be able to attend. April theoretically would work, but plan their vacations approx. 8 months ahead. Therefore need information and dates in November the latest. Also say that if airline tickets need to be bought, participation difficult. Same accounts for Mega Fam. RMI Germany to stay in Claudia and follow up.

PW10: Mutual appointment scheduled with Tino Swoboda. He works with Fly Drives and Bus tours. Has bus tour that includes Canadian Rockies and GNP with overnight in Kalispell, we discussed the park and the red bus tours. The Fly drive includes Helena, Glacier National Park and Billings.

TourConsult International

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INFORMATION

PW11: Mutual request with Andreas Fraissl. Just starting USA product, producing brochure in September. Use ATI and have been in contact with RMHT. They currently have Canada product that includes GNP. Gave overview on Montana. Will be in contact with RMI German office.

Org Description

TourConsult International is a German tour operator specialized in tailor made FIT travel. Started 25 years ago as an Australia & South Pacific Specialist, Canada and USA became important destinations for us and has been sold successfully for the last 6 years! 2011 will be our first Pow Wow. Aim is to start and improve a structured USA business! Selling direct and through 6 franchise and several travel agencies. Yearly brochures for Canada, Australia, New Zealand. For summer 2011 we produced a classy hard cover brochure / book for Canada! For 2012 we plan to issue a USA brochure/book as well!

roomsxml Solutions Limited / YoGoYo.com

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INFORMATION

WebSource Technologies Limited offers hotels to travel agents around the world through its business to business portal www.roomsxml.com. We wish to sign up with hotels and aggregators who can offer us rooms in the West Coast for FIT at net rates. We offer our services to travel agents through our offices and marketing associates based in India, Singapore, Australia, UK, and Saudi Arabia.

PW11: International Buyer Request with Prakash Bang. Circulation is up. Has Global reach, Australia Europe, US Cypress, feels like our region with National Park scenery would be interesting. Website is a destination Builder.

GW11: Met with Prakash Bang during Go West Summit in Boise. Now has 40,000 subscribers to website YoGoYo.com. Needs articles and destinations stories in first person along with images that he will post at no cost. Trying to build awareness to region and then roomsxml is the money maker portion of the business.

I Grandi Viaggi

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Milan 20121

Italy

INFORMATION

PW11: Exhibitor request with Gianluca Resmini. This appointment was a no show.

ITMission10: Met with Cesare Ferrari. I Grandi Viaggi is a specialist for North America and focuses on escorted group tours with limited fly/drive product. Fly/drive is limited because their staff has limited destination knowledge. We presented the RMI Powerpoint. Uses Lufthansa and Airlitalia the most. Did a recent tour through Denver, Cheyenne, YNP, Billings, Mount Rushmore, LBBNM, Crazy Horse, Devils Tower. This was a tester tour for Travalco group tour. Will be at PowWow in SF.

Showcase09: Met with Cesare Ferrari.

MT- Talked about GNP & YNP. Reviewed National Geographic maps. Works with Travalco and uses GNP tour in region. Took all materials. Suggested routing with Canada and Pacific NW along with YNP w/ WY and SD.

ID- Hasn't been to Idaho. Talked about Teton Springs and Boise. Email ranches and resorts. Send RMHT and A4Y contact details. Now only works with ATI and Travalco.

SD- Took what's new sheet, and other small brochures, including Italian GPs, RAG, map, BH map, enews posted, CSP. He and his fiancée might take their vacation in YNP and the Black Hills this next summer. He is very interested in learning more about Deadwood since we missed it on the Mega Fam. Send Deadwood links and information and ideas for their vacation. Olga please send 50 Grease Parks in Italian for his Travalco Tour. Please send 50 Real America Guides.

WY- Doing escorted group tour with Travalco which is very successful (summer). Also works with Allied T Pro and doing and FIT copy of the Travalco tour. May visit WY in June 2010 for personal vacation.

Italy01/09: I Grandi Viaggi are preparing to adjust costing and organization without reducing staff. Efficiency and more rational costing in their work, anticipated summer travel packages.

Quality Group/Americaworld is also improving technologies making operations easier and adaptable to the tour operator offers. Catalogues will just indicate prices, but more specific info will be posted in Internet. Tariffs will be continuously updated to face changes: exchange rates, change of flight plans by airlines, or by receptives. To decrease fix costs means also to double up profits.

INTERTRAVEL co srl

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INFORMATION

PW11: Mutual appointment scheduled with Elisabetta Rossi. They have a new brand call Sherman that they are using to sell to travel agents. 80-90% is FIT and honeymooners. Would like to offer different product including ranch experience and 10-15 night stay in the states. Also trying to pull GNP into their programs. Does have some winter product. Needs sample itineraries. Took guide, memory stick, profile and videos.

RU11: Mr. Luciano Loi will attend Roundup in Rapid City.

ItalyShowcase11/07: Met with Mr. Arioli. Coming to Idaho in September with NTA Board meeting. Mostly FIT but occasional special groups looking for good value. Activities and scenic beauty. Interested in visiting the states while here. National Parks. Discussed GNP and activities in area. Not interested in ranches, interested in hotels, resorts B&B, Phillipsburg in MT, and south MT. Do FIT, do groups on request. Internet sales only to Travel Agents. No sales to Public. Interested in info from all 4 states. Took SD VG and map.

PW07: Met with Luca Arioli, TO. Took Italian RAG and Annual Report. Olga, please follow up.

Tourama Travel

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INFORMATION

PW11: Mutual appointment with Laura Bitursi. Asked for What's New, have more requests for our region. Working with Travalco, Tour American, AlliedTPro and RMHT.

Showcase09: Met with Laura Bitursi.

ID- Send email for Peter Grubb for Rowe's Nez Perce Adventure. Interested in fam trip to ID. Has not been there, but was on WY/SD fam several years ago.

MT- No brochure, all online. Has been to Jackson, but not rest of region. Is YNP and GNP video linkable to other websites? Reviewed our online videos. Took GNP and YNP NG maps, DVD, HW maps, What's new. Olga keeps her updated so we also discussed what's new.

SD- Area making you feel like the cowboy, the early times. Lose yourself in the history, gives feelings of place, we in the Real America. took what's new sheet, guide to Sioux Nation, map, BH map, DVD, rodeo center - Casey Tibbs. Loves our region, the people, the feeling of the West. Not as popular as other National parks in the US, but a special place. Olga please send SD press kit for images - CD.

WY- Upgrading website with new images and video. Took DVD and will contact RMI-Italy or WTT office for specific images or clips if needed.

Asahi Travel International

Kunitomo Tanaka
M's square, 1-16-1 Kanda-Nishikicho
Chiyoda-ku
Tokyo 101-0054
Japan
kunitomo@ati-jp.com
www.ati-jp.com

INFORMATION

PW11: International Buyer request from Kunitomo Tanaka. Send students to YNP and Museum of Rockies, 20-25 people per group and do a couple of groups a year. Does have a more Eastern tour that includes Billings. Needs Dino Trail information.

GoWest04: Met with Mr. Tanaka. He met with Yellowstone/Glacier Adventures in Bozeman, last month when the company was in Tokyo. Will send students to study geological, nature, will offer these programs to schools. Mr. Tanaka stayed in West Yellowstone last year and visited the Grizzly Discovery Center. Talked about combining YNP and GNP tours, using the Institutes in both Parks, also disc. UM Asian studies, Museum of the Rockies, Gates of the Mountains. Mako please send info in Japanese. Needs JSG's.

Japan Association of Travel Agents JATA

Ms. Katsuko Shimizu
Zen-Nittsu Kasumigaseki Bldg
3-3 Kasumigaseki 3-chome, Chiyoda-ku
Tokyo, 100-0013
Japan
shimizu@jata-net.or.jp
www.jata-net.or.jp

INFORMATION

PW11: International Buyer request from Ms. Katsuko Shimizu. They are currently doing a Visit World Campaign has 20 million targeted to travel by 2013 but current events have changed that a bit. Have a poster campaign on train stations and airlines. They have 2000 member companies. Just beginning to see a trend in the younger generation traveling and most travel in groups. Have JATA showcase in September.

Org Description

Japan Association of Travel Agents, Visit World Campaign 20 Million Travelers Promotion.ices
Under the auspices of the Tourism Nation Promotion Act, the Japanese Government is encouraging the expansion of two-way tourism between Japan and the world. By 2010, the policy calls for increasing Japanese outbound travelers to 20 million people.

Nihombashi Travellers Club Co Ltd

Mr. Toru Nishiyama
Nisshokan Building 1F
1-10 Nihombashi Kabuto-cho
Tokyo, 103-0022
Japan
nishiyama@travellers.co.jp
www.travellers.co.jp

INFORMATION

PW11: Have appointment scheduled with Mr. Toru Nishiyama. Does tours with 15 passengers, 20 maximum, they are 60-70 years of age and not so active. Was in GNP about 20 years. Went over Custer country, LBBNM and dino trail. Does have an itinerary that includes flying into Bozeman and YNP for 14 days. Needs GNP accommodation information and road dates.

Org Description

We are a travel agency dealing mainly in "Special Interest Travel" for senior travellers in Japan. Our plan differs from a round tour but is grounded in. In order to introduce our clients to the lesser known charms of country, we always focus on specific states and areas in making a tour. Group Travel using Moderate to First Class Service

Best Day Travel

Ave. Bonampak, MZA2, Lote 7, SM10
Fracc. Malecon Cancun
Cancun, QROO 77500
Mexico
INFORMATION

PW11: International Buyer request with Hazel Morett. This appointment a no show.

Org Description

Best Day Travel is a Mexico base tour operator, established in Cancun since 1984. Today, Best Day Travel is currently one of the top tour operators in Mexico. It is currently in the beginning stages of growing product offering for USA destinations due to the demand with established customer base in Mexico and expansion plans from key South America originating markets such as Argentina and Brazil.

PLAYERS TRAVEL AND TOURISM

Roelof de Kroes
Vaartweg 23-G
Bussum 1401RA
Netherlands
Roelof@players.nl
www.players.nl

INFORMATION

PW11: International Buyer request from Roelof de Kroes. Doing winter product only, went over info and winter one sheet. Needed to revisit MT as he has not met with us in awhile.

GENERAL INFO: USA Travel Markets: Beaches/Coastal, City Breaks, Congresses/Conventions, Cruises Cultural, Gaming, Incentive, Other Special Interest Programs, Ski & Snowboard, Sports-Winter . Company desc: PLAYERS TRAVEL is a niche tour operator specializing in skiing and winter sport packages (FIT & groups), fly/bike and set motorcycle vacations. We also tie in with groups to corporate conventions (medical and otherwise) and organize incentives.

GW08: mutual appt. scheduled with Roelof. Still nothing in MT. Informed him of updates at ski areas; still does winter and a lot of incentive programs and conventions. Email him what's new and ranches sheets.

BenMis07: Players is a tour operator. Their new offices are located in the same building as Incento, who was our team's second appointment on day one. So, we added Roelof to our appointment schedule, while we were there. He has attended Roundup in the past.

Caravelle - Tours

Lasse Bakke
Henrik Gerners gate 11
Moss 1503
Norway
lasse@caravelle-tours.no

INFORMATION

PW11: Had appointment with Lasse Bakke. Had request for hunting information needed that as well as fishing. National Parks. Asked if Montana was more like Minnesota or Colorado and how many presidents have visited Montana and what season to visit. Does groups of 20 people for agricultural tours. Needs general and ag tour information.

Caravelle-Tours Ltd is a tour agency working directly towards the corporate market in Norway. Our business philosophy is to make it as simple and convenient as possible for our customers to achieve their goals by booking the best meeting rooms, seminars and adventures.

Consortium of the Polish Travel Agencies

Artur Matiaszczyk and Barbara Ladzynska
Piotrkowska 92
Lodz, 90-103
Poland

arturm@konsorcjum.com.pl

www.konsorcjum.com.pl

www.twojepodroze.com.pl

INFORMATION

PW11: International Buyer request from Mr. Artur Matiaszczyk. Worked in U.S. for 17 years and tours are by bus but looking at F.I.T.'s. Knows nothing of Montana but does have product in YNP, WY, UT and the Dakotas. Would like major event information and 100 maps, plus a couple of Guide Books. Interested in fam as they develop an itinerary.

Org Description

We specialize in escorted motorcoach tours, fly & drive programs in the whole US and other types of travel (city tours, adventure travel, beaches/coastal). We have been in the market for 19 years.

Olimp Air

Lowicka 23
Warsaw 02-502
Poland

INFORMATION

PW11: Manual appointment request from Miss Martyna Gorska. This appointment was canceled.

OLIMP AIR Travel Agency was established in 1990. We specialize in complex and professional arrangements of tours and trips, integrative trips, training sessions, conferences, congresses, seminars both in Poland and abroad and we also serve individual Clients. Our well-qualified and experienced staff are our guarantee for the proper travel arrangement, they are always ready to help and advice on optimal solutions available in offers of the best air-lines, both Polish and foreign contractors. Incentive house with attendance of 50-250.

Air Sino-Euro Associates Travel Pte Ltd

Marcus Low
No.1 Park Road #03-43, People's Park Complex
Singapore, 059108
Singapore

marcuslow@asaholiday.com

www.asaholiday.com

INFORMATION

PW11: International Buyer request from Marcus Low. Not familiar with Montana. Covered flights and went over highlights of state. No one is selling National Parks in Singapore. 15-40 is the group size and deal direct with suppliers.

Org Description

Air Sino-Euro Associates Travel's strength lies in its rich and extensive travel experience accumulated for more than 100 years. Many of its team members have been in the trade for over a decade, with its key management boasting of more than a quarter century of experience in worldwide travel.

Swanson's Travel Ltd.

Ann-Christine Akesson
Vista Storgatan 32
Box 164
S-283 23 Osby
Sweden
Ac.akesson@swansons.se
www.swansons.se

INFORMATION

PW11: Exhibitor request for appointment with Ann-Christine Akesson: Need Indian image for cover of new years brochure. Also send 1 box of vacation guides and 50 highway maps. Wild West tour is selling better than ever with 30-40 ppl.

Have two staff members in the state overnight in West Yellowstone at Three Bears Lodge May 24/25, 2011

Scandinavian Mission 2011. Did training at Swansons in January.

2010: Swansons are using a Montana photo for the cover shot of their catalog.

PW08: SUPPLIER REQ. with Tommy. This year is the 30th anniversary of the company. Looking for more soft adventure; referred them to A4Y and discussed cattle drives. Gave him ranch sheet and reviewed it with him. His home page is very extensive, 700 links as portal. Send him links to things that we think would be useful to clients, ie. GNP, attractions, CVB's and regions, rodeos, events. Reviewed Amtrak route and its stops in MT, mentioned Glacier Park Lodge and Izaak Walton Inn along route.

RU08: Mr. Boye Jonsson, Sales and Marketing Representative will attend. His address is Kornvagen 1, 71334 Nora, Sweden. 011-46-703285350; fax: 011-46-47915039 and his email is boye@telia.com Looking at ranch product. Has cattle drive in MT out of Bozeman and Helena - which one? Wants active holiday ideas. Reviewed ranch and cattle drive product.

PW07: RMI Met with Tommy Swanson. Would like 100 English RAG. Barbara sat in the meeting. Is interested in adding Idaho too. Most passengers are coming through Denver - SAS, Lufthansa. Average length of trip is 14 days. Would like Native American or cowboy photo for cover of brochure. Is interested in Rodeos, PowWow schedules. Add an extra attraction. Possibly river rafting?

Flex Travel, TUI Suisse Ltd.

Paul Heimo
Friesenbergstr. 75
CH-8036 Zurich
Switzerland
Paul.heim@flextravel.ch
www.flextravel.ch

INFORMATION

PW11: Mutual appointment with Paul Heimo. Asked about Ranch at Rock Creek, gave ranch sheet and profile sheet. He works with America 4 You. Needs more ranch product, gave update on What's New.

ITB11: Met with Karin. Covered what's new in each state. Is interested in ranch properties and is going to produce a separate ranch brochure that we could participate in a marketing coop. 8-12 pages costing \$5,600-\$7,500 that could be split among partners. Karin will contact Carola if she needs images or videos. Carola, please put together a proposal before April for FY12 program. The ranches included must book through America 4 You. GER12/10: Followed up after Karin Bachmanns tour through the RMI region, which the RMI states had supported with itinerary planning and

accommodations and the new Flex

product for 2011. Karin sent a very extensive review of the tour, which also will be provided to the Flex Sales and reservation staff as a training. All in all they had a wonderful tour and great experiences and this also resulted in the fact that Flex will feature several new hotels in the RMI region in their 2011 brochure:

- * Best Western Rocky Mountain Lodge, Whitefish
- * Gray Wolf Inn & Suites, West Yellowstone
- * Holiday Inn Buffalo Bill Village, Cody
- * Radisson, Rapid City

Other than that the following hotels will be available to be booked, but only featured in their backup system: * Comfort Inn, Butte Montana (see not enough requests for Butte to be able to feature in the brochure) * The Lodge at Deadwood (very nice, but also quite high-priced, too high for their clients)

* The Pollard Hotel, Red Lodge Montana (too specific location, but nice hotel)

Karin also stayed at the Eaton's Ranch, Wyoming - however, they are not willing to work with their receptives therefore only upon suggestion.

Hotelplan

Sägereistrasse 20

CH-8152 Glattbrugg

Switzerland

INFORMATION

PW11: International Buyer Request from Herbert Mueller. Katja is no longer with the company, new person is Michael. The Amtrak Builder fly drive is selling slowing.

4/11 Marlee Notes. Filemaker keeps losing notes for this company. Herbert Mueller was on Go West Post Fam to Whitefish in 2010 and also came out on Amtrak to GNP and put together a nice fly drive itinerary listed in ITB appointment.

ITB11: Met with Esther. Has extended RMI product a little bit. Mega Fam participation always helps with sales staff.

Added new properties in the Glacier area and will keep in brochure for at least two years. Their trip goes through ID, but they don't have any product included in their brochure. We mentioned sending someone to the 2011 Mega Fam to learn about ID. Is thinking about a potential fly/drive including ID. Is open to activity additions if they're bookable.

GER11/10: Talked to Fabio Negro from Hotelplan. He will no longer be in the company, Esther Kalt will replace him in the product management. He provided us with pages for the brochure in 2011/12 including new RMI product - mainly Montana and asked for financial support. We explained that it is not possible this year anymore - Hotelplan will probably keep the pages anyway. Hotelplan features a new Amtrak tour from Chicago to Portland/Seattle with the Empire Builder and recommends skiing in Whitefish as well as Glacier National Park. On an extra hotel page the following hotels are featured:

Glacier Park Lodge; Lake Mc Donald Lodge; The Lodge at Whitefish Lake; Rocky Mountain Lodge at Whitefish. Proofread pages and gave suggestion for future product inclusion.

Megafam10: Andrea Haas

GER11/09: USA are selling very well. Bookings for NYC have doubled this year, Miami +50%. Other US destinations are also selling well. Have about 100 own travel agencies in Switzerland who are pushing Hotelplan product. Had problems with very low US prices of Flex Travel. Hopes this will not go on in 2010. Next year will celebrate their 75 year anniversary.

Uno Tour

Ronnie Chang
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Songshan District
Taipei City
Taiwan (R.O.C)
r-chang@unotour.com.tw
www.unotour.tw

INFORMATION

PW11: Ronnie Chang stopped by our booth at Pow Wow in San Francisco. The U.S. is a new destination for their company. Need contact info for motorcoach. Asked if you can do both parks in one trip. Tour would need to include an event. Works direct. Group size is 10-30 people. Gave him the thumb drive of pictures of parks video. Mei Mei pulled him into our booth.

Grandeur Tours and Travel Inc.

Jacon Chen
3F-1, NO. 19 Nan King E. Road
Section 3
Taiwan ROC
gtitours@ms41.hinet.net
www.grandeurtours.com

INFORMATION

PW11: International Buyer request with Jason Chen. Marketing for Montana has 5 pages including general, Glacier, Yellowstone, Leisure Activities and education. Has 5 offices in USA, New York, Taipei, Hong Kong and China. Groups to our area are usually 32 passengers. Has Cowboy Hometown tour including Miles City Bucking Horse Sale, Powder River Cattle Drive, Montana Bunkhouse Vacations. Needs university information.

PW09: mutual request with Jason Chen. Works a lot with Mei Mei so he is covered and has info he needs. Busy with MT, See America, etc. and just wanted to say hi.

VISITUSEXPO02: Met with Jason. Interested in working with receptive. Has tour to east and west coasts, for 2003 wants new itineraries. Reviewed YNP-GNP, and 5-7 day itineraries. Also discussed incorporating GNP with Canadian tours, and reviewed available air service. Send GTPG

Aireka Reisorganisatie

Bart Verhoeff
Singel 302
1016 AD Amsterdam
The Netherlands
bart@aireka.nl
www.aireka.nl

INFORMATION

PW11: Mutual request with Bart Verhoeff. Only does FIT to our region interested in Mega Fam but not sure who will attending. They are rebranding their Label to GoAmerica. July and AUGust is high season and Sept/October is growing. Do a lot of motorhome business but that is mostly in Canada. Need campground info. Trips are 2 to 3 weeks. Send 100 of the GNP/YNP maps.

MegaFam10: Mrs. Corrina Flink, Sales Manager was in Attendance.

PW10: Mutual request with Bart Verhoeff. Company sells direct to consumer and do FIT Fly Drives, fixed itineraries and taylor made. Clients fly into Denver or Salt Lake. Interested in Top 10 Scenic Drive information and video hosted on You Tube. Came on an individual Fam and stayed at Lonesome Spur. Arjan will be following up with National Geo Maps of the parks. Also needs suggested itineraries.

American Vacations

Trudy Oortman and Harry van Os
Vlierbaan 54
2908 LR Capellea a/d IJssel
The Netherlands
harry@americanvac.nl
www.americanvac.nl

INFORMATION

PW11: Mutual Request at PowWow with Trudy Oortman. The Oortman's are retiring and Rob is the new owner. Harry van Os will be our contact. Still doing NW USA Tour and Rocky Mountain Tour that includes, Gardiner, Butte and West Yellowstone. Has a new tour coming out that is MT and WY. Also has new winter travel product for Jan-March for 10-14 days. Gave winter one sheet.

PW10: Mutual request with Trudy Oortman. They need more rooms in the Flathead valley. They prefer to use a receptive. Starting to put together some ski vacations, gave her the Winter One Sheet. Discussed difference between Europe and U.S. experience for ski vacation. Their 21 day tour has been very popular.

RU10: Harry van Os attended RMI Roundup in Great Falls. Has three itineraries, YNP-V.C.-Butte and GNP. Fly into Bozeman and tour YNP and a MT/ID tour. Needs more sample itineraries.

Exit Reisen Ticket-Service

Sandra van den Berk
Kattenburg 3-6
7041 AS Heerenberg
The Netherlands
sandra@exit-reizen.nl
www.exit-reizen.nl

INFORMATION

PW11: Sandra van den Berk stopped by the booth at Pow Wow to request more lodging information for West Yellowstone.

PW10: Mutual appointment with Sandra van den Berk. Sandra had to cancel our appointment. Did receive an email from her colleague requesting highway maps and forwarded that RMI Benelux.

BeneluxRoadshow2003: Attended the Commercial Counselor reception.

ITB2002: Wants 50 highway maps from each state. Barbara Jacobs to follow up.

North America Travel Service

Robert Myers

One Deansgate

Manchester M3 1AZ

UK

Robert.myers@nats-uk.com

www.northamericatravelservice.co.uk

www.keytoamerica.com

INFORMATION

PW11: International Buyer request from Robert Myers. YNP bookings are rivaling CA and becoming one of their mainstream products. Have a huge increase in demand for Montana and Wyoming and need product. Did overview of the state. Will be sitting down with Martin to try and add a lot more MT product but has difficulty in Rapid City to Billings. Need sample itineraries and took memory stick.

UK Mission Oct 2010: Met briefly with Ian Bennett before training 3 people (Ian and Louise Calfield and Adam Doherty, both senior sales consultants). Current brochure has WY/CO fly drive, 15 day tour of WY and SD including Denver. Featured hotels are Amangani, Four Seasons, Resort at Paws Up, Old Faithful Inn.

Megafam07: Ms. Louise Caulfield will attend.

Travelbag

373-375 The Strand

London, WC2R 0JE

UK

INFORMATION

PW11: Mutual request with Paul Hopkinson. Paul had to cancel this appointment.

WTM01: Stopped by to say hello. Need to arrange training - will advise.

PW99: buyer request with Damien Martin, Assistant Product Manager. Direct sell company with 450 employees. Sells product by telephone sales and retail shops. Wants to expand to West in 2000 and feature more for families, and wants to feature resort focused facilities. Interested in native culture, soft adventure, biking, riding, rafting/float trips. Reviewed Red Lodge, Chico, Blgs info and family attractions, YNP and GNP. Wants resort info sent. Pam send 10 each of VG, TP, HM. Also wants Billings trolley and tour info, 10 Billings kits, and resort info. Send to Damian at above address.

Travalco USA, Inc.

Annette Zamora

12000 Biscayne Blvd. Suite 600

North Miami, FL 33181

United States

annette@travalco.com

www.travalco.com

INFORMATION

PW11: Annette Zamora stopped by during PowWow in San Francisco to say hi.

RU11: Mariette Oppenhuizen attended Roundup in Rapid City. Is interested in new program that includes YNP and GNP. Specifically wildlife viewing in Glacier and semi private safari. Is interested in fam trip this summer.
2010

12/10 Annette Zamora sent an email needing contact information for the Stagecoach Inn and Brandin Iron Inn in West Yellowstone as well as the Butte War Bonnet Hotel.

PW10: Annette Zamora stopped by the RMI booth and spoke with all the states. They need itinerary suggestions. Want product including attractions and activities. Also hotels that are nonbranded. Asking for a commissionable rate of 20%.

GW09: appt. scheduled with Mariette Oppenhuizen. She wants WY and MT (and maybe ID) to develop a 14-18 day itinerary by Pow Wow or BIT (in Feb.) if possible as Robert will be in the RMI booth in Milan at BIT. She will also put the itinerary in their newsletter, needs advertorial. Round trip is better to avoid rental car drop off fees. Also keep distances per day at a minimum. Include YNP, horse sanctuary (ask Robert which one) ranch for 2-3 nights, wants non branded hotels, include standard and high end between 3 and 4 stars. Include some museums, Indian culture, fly fishing, wants things that fit the Real America image like cowboys, bison, horses and any thing movie related that they can actually visit and experience, would like up to eight sites. Pam and Rita to work on itinerary at NAJ or over the phone. Chuckwagons, ATV or jeep tours, any activity needs to be vouchered.

Janet Fullwood
Independent Journalist
6470 Surfside Way
Sacramento
USA
916-393-1994
jfullwood@comcast.net
www.janetfullwood.com

INFORMATION

PW11: Janet stopped by our booth at PowWow in San Francisco. She is currently working as a freelance journalist and would like on our press list. Last summer she spent about a month at a ranch between Circle and Wolf Point with some horses and 20 bird dogs

Adventure Travel West, Inc.

Monique Zimbelman
P.O. Box 121
Idledale, CO
USA
info@at-west.com

INFORMATION

PW11: Mutual request with Monique Zimbelman. Asked about lodging in West Yellowstone and Gardiner. Has 40 tours into Glacier National Park. Susanne Lorenz, also stopped by.

PW10: Mutual appointment with Synthia Auligne. She just quoted some trips for 2011 that include 13 passengers at a time but a series. They will have multi lingual guides, need two to three star hotels and usually like to include breakfast, itinerary will include GNP for 2 nights, Great Falls, Butte, West Yellowstone and YNP, especially needs lodging for West and Gardiner. Has a hard time with GNP cancellation policy and looking at alternatives.

RU09: Susanne will attend. Needs 1000 each of the Nat'l Geo maps. Has hiking tours in GNP. Wants pack trips; talked to a couple of the ranches at RU, needs price for camping, meals, etc. at ranch so she can submit info to German company she is working with.

PW07: mutual request with Frank Ziegler. Frank is Susanne's husband and was taking appointments for her. Do small groups up to 15 pax, travel in vans with a trailer. Clients are price sensitive. Have included GNP in a new tour and need allotments in the park, referred him to GPI. Also reviewed activities, other lodging in area; clients like to hike 3-6 hours a day. Also discussed winter in the parks and the activities available (snowshoe, XC ski, dog sledding in area, etc.) and where to rent gear. TM send GI.

Americantours International Inc. (ATI)

6053 West Century Blvd.
Los Angeles, CA 90045
USA

INFORMATION

PW11: Domestic Buyer request from Lisa Camardella. No one showed for this appointment.

GW11: Met with Graham Bendelow at Go West in Boise.

Also appointment with Nimfa Calalang.

Graham is doing the marketing point and asked if we could participate in a direct marketing campaign, would be general education on the state and mostly online following an experiential angle. Told him about RMI and he would like to send a proposal, need to send him contact info. They thought about attending the Roundup but thought Go West would be a better fit.

Nimfa needs destination info, hotel list for roads less travel, Polson, new hotels in Billings and Bozeman. Wants list of where the Hilton Garden Inns are located. Send new Guidebook.

PW10: Manual request with Christine Ouendag. They are developing a new NW Tour for 2011 to be sold in the UK, German and the Netherlands. Trip includes Calgary to Banff to Browning and discussed the teepee village in Browning would not be big enough for the group. Will also do GNP to Flathead Lake and interested in staying at the BW KwaTaqNuk. Then to Spokane possibly via the Bison Range, Ninepipes Museum and St. Ignatius Mission. They want the group to be able to get out and explore, average age is 50.

GW10: appt. with Alan Puana. Needs City Pass information from communities.

Expedia

Renee Wimberly
3150 139th Ave SE
Bellevue WA 98005
USA

425-679-4369

rwimberly@expedia.com

www.expedia.com

INFORMATION

PW11: Domestic Buyer request with Renee Wimberly. Looking for activities for the site. Will soon sell activities on Hotwire.com and hotel.com. Needs at least top 5 attractions in an area. Emphasized this is free advertising for the supplier. Has a two page PDF she was going to send us with more information.

PW10: Buyer request with Renee Wimberly. They need activities that will provide the 25% commissionable rate. This rate needs only be paid if the excursion is booked through their site, often people will end up booking direct. Will be exposed to 60 million visitors a month. Do like to bundle the air/hotel and some activities. Needs museum, attractions, activities, etc. They are releasing a new system in 6 months called API. Will allow multi points of sell including hotels.com, CVB's can tap into this program. Use golfswitch for tee times, etc. Susan Larson is contact for Ski and golf packages. Expedia has a refund and cancellation policy that most other online booking agents do not.

WTM08: Met with Susan. Interested in activities only, not lodging division. Interested suppliers please contact Susan directly.

Guidetomilitarytravel.com

PO Box 212624

Chula Vista CA 91921

USA

stephanie@guidetomilitarytravel.com

www.GuidetoMilitaryTravel.com

INFORMATION

PW11: Stephanie stopped by our booth asking if she could get information as to who in Montana offers military discounts to travelers.

Lassen Tours

Blake Gary and Patrick Swen

19700 Mariner Ave

Torrance CA 90503

USA

bgary@lassentours.com

Patrick@lassentours.com

www.lassentours.com

INFORMATION

PW11: Stopped by booth during PowWow in San Francisco. Needs rooms near Yellowstone Park but not West Yellowstone for two nights. Coming from Black Hills. Also met Blake Gary, Hotel purchasing, blake@lassentours.com at 391 Sutter Street, Suite 504, San Francisco, CA 94108

Never Stop Traveling

Jim Ferri

305-381-6826

editor@neverstoptraveling.com

www.neverstoptraveling.com

INFORMATION

PW11: Jim Ferri stopped by during PowWow in San Francisco. He has a new website and newsletter. Covering every country and state in the U.S.. Links to a lot of other sites, the newsletter comes out every Wednesday. One stop shop for information and not a booking agent. Needs content, general info page, video links and wants put on press list. Site is specific to travelers 50+

Orbitz Worldwide

Jessica Petry

500 West Madison Street,

Suite 1000

Chicago, IL 60661

USA

415-874-3011

415-704-3374 Fax

Jessica.petry@orbitz.com

www.orbitz.com

www.away.com

www.cheaptickets.com

INFORMATION

PW11: Domestic Buyer request from Jessica Petry. Up 9300 in 2011 at this time last year they were at 8600. Most visitors are making a 29 day advance purchase.

PW10: Buyer request from David Bahlman. David spoke about his experience at ITB this last year and inquired as to the RMI states being in attendance. We were represented by our German office but for 2010 the states plan on attending. Talked about our away.com project, Jessica with his company has been working with Katy Peterson of MTOT. Always looking for new product to include on their booking system.

RMIPW09: Met with David. ebookers very active in promoting to Europeans. Interested in possible partnership to promote our region. Discussed limited budget but are open to innovative ideas. No followup needed but David will keep us in mind.

Travel with Kal

Kal London

P.O. Box 8

New Britain, CT 06050

USA

860-257-9657

London1021@cox.net

www.wliswmrd.net/klondon.htm

INFORMATION

PW11: Kal stopped by to let everyone know he would be happy to schedule an interview for his radio show.

GW10: Met with Kal London who does a radio show on destinations across the U.S. Did radio interview with Kal. No followup required.

Viajes Aero Palo Grande c.a.

Eduardo Rosaless

Segunda Calle Real de Nueva Caracas

Residencias Quinta Grande, Catia

Caracas, 1010

Venezuela

INFORMATION

PW11: International Buyer Request with Eduardo Rosales. Is a wholesaler and works with a tour operator based in FL. Interested in shopping tours and national parks.

PW10: Buyer request from Eduardo Rosales. He has two families between 10 and 12 people that want to travel to USA this summer. Wants to know attractions in Montana. Gave him profile forms, maps and vacation guides.